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3644 MacArthur Road
Whitehall, Pa. 18052
September 14, 1978

Mr. Richard LoDato
The F & H Schaefer Co.
3 Park Ave.
New York, N.Y. 10016

Dear Mr. LoDato:

Thank you for granting me the interview. I appreciated your taking time out of your busy schedule to see me.

I was disappointed, however, when Alan called and told me that you upheld his decision. I didn't believe him and called for you several times. Your secretary, Mrs. Cobb, suggested I express myself with a letter.

At the interview I tried not to degrade Alan or Lou Novak. I tried to keep things positive and honest (never even mentioned Novak's name but once).

Alan has always been curt to me and seems hell bent on removing me from Schaefer's. He has stated that I've been over charging Schaefer's for years. Refer to the file I gave you on Novak's letter dated 1971 - his proposal of \$80.00 per pull. As you well know, costs have escalated almost 100%. How can he quote figures like \$38.00 per pull if the dumping fee alone amounts to that much? Is his intent malicious? ~~Novak's services are~~ ~~disproportionate~~ and commands a \$70.00 to \$80.00 per pull. Also at ASH Hospital a \$75.00 per pull. Why Schaefer's at \$38.00? Is it to hurt me and put me out of business thus creating a monopoly and later demanding any price he wants with no real active competitor? Check prices with other companies especially the aggregators and you will find that I am in line.

Recalling a certain session with Alan February 2, Thursday afternoon when both bids were opened in my presence. Alan looked at me and said, "yours (meaning mine) was a good bid. You got the job." I asked if he was sure. He said he was. Again I asked and told him of my intentions to purchase another company (Automated Waste Removal Corporation of Whitehall) and I needed to be sure of my gross revenues. He said, and I quote, "You got the job, do whatever you have to do." We even shook on it. It used to be that a man's word was bond.

What happened after that was appalling. Alan requested a photo copy of my original bid. Something about a lost file; via grapevine. Then a letter from Alan to split the contract with the lion's share going to Novak. When asked about this, he said he had to ... something about Novak's part interest in a Hotel pushing Schaefer's beer, etc. etc. There seems to be a marriage between those two that bears investigation.

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